



DHARMENDRA JHADE

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## PROFESSIONAL SUMMARY

I am an Agril Engg. professional who holds expertise in Crop and Farm Equipment management. Excellent ability to apply technical skills in agricultural evolution and yield positive results in work. Proficient in executing managerial duties to achieve teams goals within stipulated timelines. My expertise lies in the areas of Techno-Agricultural advancement and handling multiple stakeholders while devising managerial strategies for sales, promotion, and revenue generation.

## CORE QUALIFICATIONS

### PERSONAL SKILLS

- Exemplary leadership skills
- Innovative problem solving abilities
- Strategic business planning
- Updated with industrial Tech-Trends
- Excellent written and verbal communication skills

### COMPUTER SKILLS

- Microsoft Productivity Software : Word, Excel, PowerPoint.
- FDW, CDMS for Dealer management.

## DECLARATION

# Dharmendra Jhade

## EXPERIENCE

June 2021 - Present

**FaaS Centre Manager (Mahindra Integrated Business Solutions)**  
Shajapur & Raisen (MP)

- Managed sales & service operation of tractor, Implements in Shajapur & Raisen area.
- Organising timely BTL activities to enhance tractor & implement sales.
- Handeled B2B & B2C sales of Krish-e Smart Kit of respective Dealers to enhance the number of tractor sales & services.
- Rental entrepreneur's enrolment & provide support to them for effective customer services.
- Dealer Relationship Build up & technical updates for smooth working.

## EDUCATION

2017

**B.Tech | AGRICULTURAL ENGINEERING**  
AKS University, Satna MP  
CGPA - 7.4

2013

**Higher secondary | Mathematics**  
MP Board - 7.6

2011

**High School**  
MP Board - 7.6

## ACCOMPLISHMENTS

- Generated highest leads and revenue in region (R4-MP,CG) from rental business.
- Delivered highest number of Gyrovators in R4 through krish-e services in FY22-23 at Shujalpur center with great dealer management.
- I generated demand in new implement category and delivered first laser land leveller (M&M) at shujalpur region through rental services.
- Managed Takneek Plots of farmers, aiming "**Expert technique,naye upay,parinam dikhaye**" for more production on less cost.
- Onboard more than 150 RE's with the help of Krish-e Smart Kit.
- Delivered 3 multi seed planters to department of agriculture and farmer development Chhattisgarh.
- Appointed sub-dealers of Mahindra gyrovator at Shujalpur region.

## CERTIFICATIONS

- 1.Two times winner of Best FCM of the year awards for Region 4 awards.
- 2.One Month Academic level training on Tractor & Modern Implements From Institute of agricultural engineering satna,Madhya Pradesh.
- 3.One month academic level training on food processing from Indian Institute of Crop Processing Technology (**IICPT**) thanjavur,Tamilnadu.

The details furnished here are true to the best of my knowledge. Give the opportunity, I would prove to be an asset to the organization I serve.

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**Your's faithfully**  
Dharmendra Jhade

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## INTERESTS

- listening music & playing cricket.
- Interacting with new people & learning new things.
- Abrest with current market scenerio.

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## LANGUAGES

- Hindi
- English